

MULTNOMAH LAW LIBRARY

1021 SW Fourth Avenue, Portland, OR 97204
503.988.3394 Fax 503.988.3395
www.multlawlib.org

SOLO LAWYERS SELECTED READING LIST

HOW TO START AND BUILD A LAW PRACTICE. Platinum 5th ed. by Jay Foonberg.
[KF 300 F65 2004]

FLYING SOLO: A survival guide for the solo and small firm lawyer 4th ed. by K.
William Gibson. [KF 300 E59 2005]

ESTABLISHING A LAW PRACTICE by James R. Richardson [KF 300 R52]

THE SUCCESSFUL LAWYER: Powerful strategies of transforming your practice by
Gerald A. Riskin. [KF 300 R67 2005]

THE BUSY LAWYER'S GUIDE TO SUCCESS: Essential tips to power your practice
by Reid F. Trautz and Dan Pinnington. [KF 318 T37 2009]

RUNNING A LAW PRACTICE ON A SHOESTRING by Theda Snyder. [KF 300 S64
1997]

***ATTORNEY AND LAW FIRM GUIDE TO THE BUSINESS OF LAW: Planning and
operating for survival and growth,*** 2d ed. by Edward Poll. [KF 3215 P64 2002]

THE LAWYER'S FIELD GUIDE TO EFFECTIVE BUSINESS DEVELOPMENT by
William J. Flannery. [KF 300 F53 2007]

VIRTUAL LAW PRACTICE: How to deliver legal services online by Stephanie L.
Kimbrow. [KF 320 A9 K56 2010]

THE LAW TELECOMMUNICATING by Nicole Belson Goluboff. [KF 300 G66 2001]

HOW TO CAPTURE AND KEEP CLIENTS: Marketing strategies for lawyers by
Jennifer J. Rose. [KF 316.5 H68 2005]

THE LAWYER'S GUIDE TO MARKETING YOUR PRACTICE by James A. Durham
and Deborah McMurry. [KF 316.5 C65 2004]

THE LAWYER'S GUIDE TO MARKETING ON THE INTERNET by Gregory H. Siskind, Deborah McMurry, and Richard P. Klau. [KF 316.5 S57 2007]

THE LAWYER'S GUIDE TO EFFECTIVE YELLOW PAGES ADVERTISING: The complete guide to creating winning ads, 2d ed. by Kerry Randall. [KF 310 A3 R35 2005]

COLLECTING YOUR FEE: Getting paid from intake to invoice by Edward Poll. [KF 316 P65 2002]

WINNING ALTERNATIVES TO THE BILLABLE HOUR: Strategies that work, 3d ed. by James A. Calloway and Mark A. Robertson. [KF 316 R63 2008]

IMPROVING ACCOUNTS RECEIVABLE COLLECTION: A practical system by Arthur F. Nacht. [KF 300 N33 1990]

THE LAWYER'S GUIDE TO CONCORDANCE by Liz M. Weiman. [KF 300 W45 2008]

FOCUSING ON CLIENTS: A detailed guide to planning, positioning, cross-selling, networking, engaging new clients, and other strategies for ensuring the growth of your legal practice by Frank Brennan. [KF 300 B74 1990]

EVERY RELATIONSHIP MATTERS: Using the power of relationships to transform your business, your firm, and yourself by Peter E. Rouse. [KF 300 R68 2007]

GROWING YOUR PRACTICE THROUGH BETTER CLIENT RELATIONS by Jay G. Foonberg. [KF 300 O7O74 F65g 1993]

THE LAWYER'S GUIDE TO CREATING A BUSINESS PLAN [ELECTRONIC RESOURCE]: A step-to-step software package, 2006 ed. by Linda Pinson. [KF 315 Z9 P55 2006]

SURVIVAL SKILLS FOR PRACTISING LAWYERS: Best articles from the Law Practice Management magazine edited by Theodore P. Orestein. [KF 300 S87 1994]

THE OF COUNSEL AGREEMENT: A guide for law firm and practitioner, 3d ed. by Harold G. Wren and Beverly J. Glascock. [KF 310 O3 W74 2005]

THE LAWYER'S RETIREMENT PLANNING GUIDE by Susan A Berson. [KF 297 B47 2010]